

Message Text

UNCLASSIFIED

PAGE 01 ALGIER 01050 030951Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 XMB-04 /023 W
-----084181 031520Z /72

R 030932Z APR 78
FM AMEMBASSY ALGIERS
TO SECSTATE WASHDC 8307
INFO USDOC WASHDC

UNCLAS ALGIERS 1050

DEPT ALSO PASS EXIMBANK

E. O. 11652: N/A
TAGS: BEXP, EVIN, AG, US
SUBJ: TRADE PROMOTION: FINANCING FOR PACCAR BID ON SONACOME TENDER
FOR 2338 TRUCKS

REF: ALGIERS 0913

TO: S. PEMBERTON
VP FINANCE
PACCAR INTERNATIONAL
BELLEVU WASHINGTON 98009
TEL: 206-455-7496
TELEX: 32-0209

REFERENCE YOUR TELEX MARCH 24

REGRET DELAY ANSWERING YOUR TELEX. NUMBERED ANSWERS AS FOLLOWS:

1. THERE NO RPT NO FIRM NUMBER OF TRUCKS WHICH MAY BE PRUCHASED
FROM US. ANY MANUFACTURER WORLDWIDE CAN BID ON ALL OR PART OF TENDER.
CONTRACTS WILL BE AWAREDED BASED ON BEST PRICE AND CREDIT TERMS
OFFERED.

2. SO FAR, APRIL 15 DATE IS FIRM, BUT POSTMARK IS ACCEPTABLE FOR
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MEETING DEADLINE.

3. IN PRINCIPLE, BIDS WILL BE OPENED AND AWARD MADE ABOUT THREE
WEEKS AFTER CLOSING DATE, BUT I WOULD NOT BE SURPRISED TO SEE THIS
SLIP.

4. TENDER HAS BEEN AVAILABLE SINCE MARCH 1, 1978.

5. IT IS OUR UNDERSTANDING THAT INTEREST RATE CAN FLUCTUATE WITH LIBOR, BUT WE HAVE NOT RECEIVED STRAIGHT, DIRECT ANSWER ON THIS.

6 FIAT IS ON THE LIST, BUT WE HAVE NO INDICATIONS THEY HAVE INSIDE TRACK. YOU MAY BE AWARE THAT ITALY HAS ODFERED SOME LARGE CREDITS TO ALGERIA RECENTLY. AS WE SAID ABOVE, CREDITUTERMS OFFERED WILL BE OF UTMOST IMPORTANCE.

7. NO, WE HAVE NOT BEEN SUCCESSFUL IN OBTAINING FINANCIAL STATEMENTS FROM SONACOME.

8. CONSIDERING THE SIZE OF THIS CONTRACT, WE WOULD ASSUME THAT BAD WOULD BE THE GUARANTOR.

SHIRL MCARTHUR
US EMBASSY
ALGIERS, ALGERIA.
HAYNES

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, TRUCKS, FINANCIAL CONTRIBUTIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 03 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Format: TEL
From: ALGIERS
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t197804101/aaaadhys.tel
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Litigation Codes:
Litigation History:
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Message ID: 205235a6-c288-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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SAS ID: 2820437
Secure: OPEN
Status: NATIVE
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TAGS: BEXP, EINV, AG, US
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/205235a6-c288-dd11-92da-001cc4696bcc
Review Markings:
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